

MANUFACTURING EXTENSION PARTNERSHIP

Success Stories from the Field

Guardian Packaging

Texas Manufacturing Assistance Center

With New Quality Management System, Guardian is the Complete Package

Client Profile:

Guardian Packaging Industries, LP, located in Garland, Texas is a custom fabricator of protective and specialty packaging. The women-owned company is an industry leader in packaging design and customer service for the corrugated box and cushion packaging needs of companies large and small. They manufacture to both commercial and defense specifications. Established over 40 years ago, Guardian currently employs 40 people.

Situation:

Guardian was mandated by a major aerospace customer to be certified to the AS 9100 standard. AS 9100 is the quality management system (QMS) standard specific to the aerospace industry. The company was facing a registration deadline, and after being introduced to the Texas Manufacturing Assistance Center, (TMAC), a NIST MEP network affiliate, Guardian decided to use TMAC to help them through the process.

Solution:

David Ross, a TMAC manufacturing quality specialist, worked with the company to design and implement an AS 9100 compliant quality management system. TMAC trained management and employees on the aerospace QMS and internal audit procedures. While Guardian had a previous quality system in place, they decided the AS 9100 project offered them the opportunity to update and better align their internal procedures with the system currently used in the aerospace industry. Guardian successfully passed their registration audit and received their official registration in 2008.

Results:

- * Increased sales by \$75,000.
- * Retained sales of \$600,000.
- * Invested \$120,000 in capital improvements.
- * Retained 7 jobs.
- * Avoided \$80,000 in costs.
- * Invested \$12,000 in workforce development.

Testimonial:

"TMAC's David Ross was instrumental in Guardian's attainment of our certification. His leadership, training of our management team, and commitment to our success was invaluable. We could not have done it without TMAC. AS 9100 has made Guardian a better company."

Norm Stuart, President

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